BUDGET PRESENTATION - ALUM 2023

As of March, 2023

Content:

1. **Main assumptions**
2. **Sales**
3. **Revenues and expenses budget for 2023**

1. Main assumptions

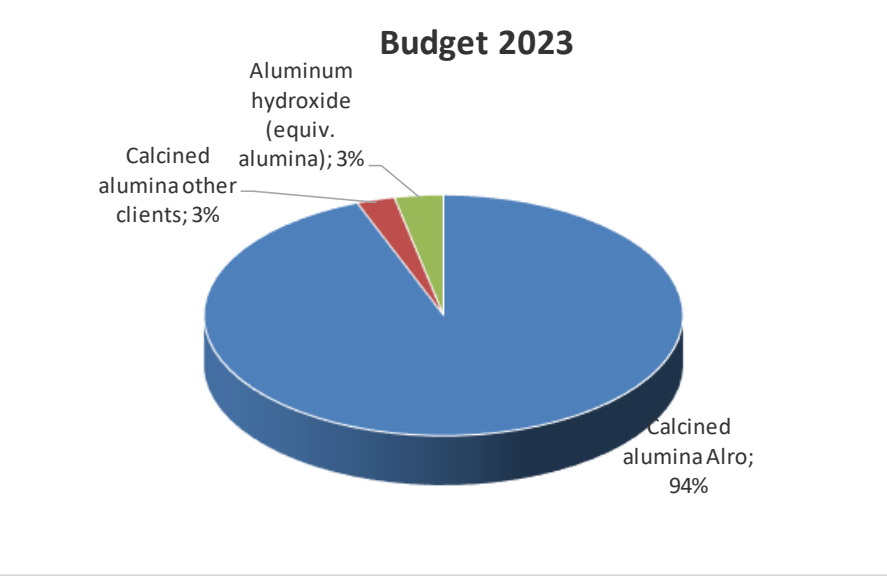
The budget for 2023 is based on the following main assumptions:

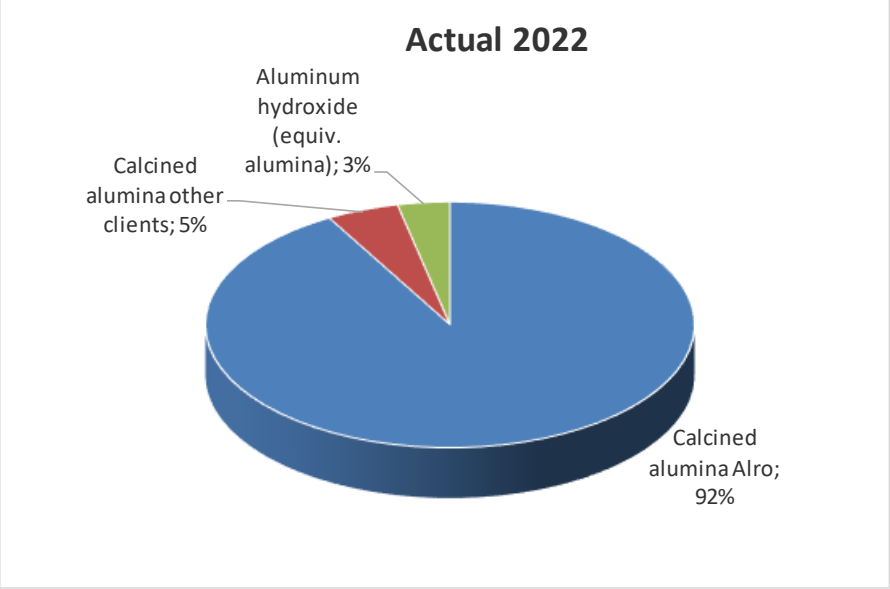
- **maintaining the suspension of the alumina production;**
- **the calcined alumina for Alro will be assured by purchases from third parties;**
- **Additional income from sale of calcined alumina and hydrate from stock;**
- **Continuation of maintenance and repairs activities in order to prepare the equipments and the installations for resuming production.**

2. Sales

	Budget 2023	
	to	%
Calcined alumina Alro	119.049	94%
Calcined alumina other clients	3.250	3%
Aluminum hydroxide (equiv. alumina)	4.170	3%
Total sales	**126.469**	**100%**

	Actual 2022	
	to	%
Calcined alumina Alro	145.351	92%
Calcined alumina other clients	7.563	5%
Aluminum hydroxide (equiv. alumina)	5.458	3%
Total sales	**158.371**	**100%**





3. Revenues and expenses budget for 2023

Projected Income Statement for 2023	um	Actual 2022	Budget 2023
EXCHANGE RATE	**ron/usd**	**4,692**	**4,700**
Operational activity :			
Revenues from product sales		**106.138.599**	**66.876.483**
Operational expenditures :	**usd**	**109.357.989**	**73.908.994**
Production cost, out of witch:	**usd**	**81.703.747**	**6.017.070**
Raw materials	usd	25.877.258	0
Utilities	usd	43.992.119	1.094.242
Merchandise expenses	usd	16.182.479	57.036.802
Personnel expenses of production and maintenance section	usd	5.064.935	0
Maintenance & repairs	usd	1.352.359	387.726
Materials & supplies	usd	491.417	475.368
Depreciation	usd	4.925.658	4.059.735
Selling costs	**usd**	**413.003**	**1.695.284**
General and administrative expenses	**usd**	**11.058.761**	**9.159.837**
Operational result	**usd**	**(3.219.390)**	**(7.032.511)**
Change in Work in Process and Finished Goods Inventory	**usd**	**(1.894.749)**	**(5.021.641)**
Total other operating income	usd	13.433.438	1.863.161
Total other operating expense	usd	32.089.814	802.654
Other Non - Operational result :	**usd**	**(18.656.375)**	**1.060.508**
Total financial income	usd	(548.097)	0
Total financial expenses	usd	961.479	925.930
Financial result :	**usd**	**(1.509.577)**	**(925.930)**
Total revenues :	**usd**	**119.023.940**	**68.739.644**
Total expenses :	**usd**	**144.304.031**	**80.659.219**
Gross result	**usd**	**(25.280.092)**	**(11.919.575)**
Income tax	**usd**	**1.039.705**	**0**
Net result	**usd**	**(26.319.797)**	**(11.919.575)**